

CURRENT MARKET ANALYSIS

	NUMBER OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	AVG MKT TIME	
ALL CURRENT LISTINGS	6,804	1,088,063,138	159,915		
NEW LISTINGS IN JULY	1,156	175,795,355	152,072		17.0% OF ALL CURRENT LISTINGS
CURRENT RESIDENTIAL BY BR	4,864	856,537,902	176,097		
1 BEDROOM OR LESS	40	3,380,201	84,505		0.8% OF CURRENT RESIDENTIAL BY BR
2 BEDROOMS	701	64,096,748	91,436		14.4% OF CURRENT RESIDENTIAL BY BR
3 BEDROOMS	2,953	443,214,023	150,089		60.7% OF CURRENT RESIDENTIAL BY BR
4 BEDROOMS	970	258,145,949	266,130		19.9% OF CURRENT RESIDENTIAL BY BR
5 BEDROOMS OR MORE	200	87,700,981	438,505		4.1% OF CURRENT RESIDENTIAL BY BR
CURRENT BY STYLE AND AREA	6,804	1,088,063,138	159,915		
RESIDENTIAL HOMES	4,429	810,454,193	182,988		65.1% OF CURRENT BY STYLE AND AREA
Guilford	301	76,275,770	253,408		6.8% OF RESIDENTIAL HOMES
Greensboro	2	359,900	179,950		0.7% OF Guilford County
High Point	173	38,643,453	223,373		57.5% OF Guilford County
Jamestown	16	2,602,900	162,681		5.3% OF Guilford County
Other	110	34,669,517	315,177		36.5% OF Guilford County
Alleghany	0				0.0% OF RESIDENTIAL HOMES
Ashe	0				0.0% OF RESIDENTIAL HOMES
Davidson	700	117,890,639	168,415		15.8% OF RESIDENTIAL HOMES
Davie	354	82,579,314	233,275		8.0% OF RESIDENTIAL HOMES
Forsyth	2,165	393,294,771	181,660		48.9% OF RESIDENTIAL HOMES
Rockingham	280	41,037,541	146,563		6.3% OF RESIDENTIAL HOMES
Stokes	254	44,479,664	175,117		5.7% OF RESIDENTIAL HOMES
Surry	267	36,570,834	136,969		6.0% OF RESIDENTIAL HOMES
Wilkes	0				0.0% OF RESIDENTIAL HOMES
Yadkin	80	12,056,960	150,712		1.8% OF RESIDENTIAL HOMES
Other	28	6,268,700	223,882		0.6% OF RESIDENTIAL HOMES
CONDO	424	44,642,209	105,288		6.2% OF CURRENT BY STYLE AND AREA
MULTI-FAMILY	19	2,508,400	132,021		0.3% OF CURRENT BY STYLE AND AREA
LAND	1,736	155,195,819	89,399		25.5% OF CURRENT BY STYLE AND AREA
CI IMPROVED	89	36,777,600	413,231		1.3% OF CURRENT BY STYLE AND AREA
CI LAND	96	37,043,417	385,869		1.4% OF CURRENT BY STYLE AND AREA
SOLD LISTINGS YTD	4,635	692,340,012	149,372	137	
JULY SALES	745	113,250,593	152,014	135	16.1% OF SOLD LISTINGS YTD
SOLD LISTINGS THIS QUARTER	745	113,250,593	152,014	135	
RESIDENTIAL FINANCING YTD	4,280	666,968,404	155,834	123	
Assumable	132	17,060,081	129,243	124	3.1% OF RESIDENTIAL FINANCING YTD
Cash	415	49,945,538	120,351	113	9.7% OF RESIDENTIAL FINANCING YTD
Conventional	3,158	532,836,302	168,726	125	73.8% OF RESIDENTIAL FINANCING YTD
Exchange	5	1,224,750	244,950	152	0.1% OF RESIDENTIAL FINANCING YTD
Fannie Mae	2	257,000	128,500	170	0.0% OF RESIDENTIAL FINANCING YTD
Farmers Home Loan	6	622,073	103,679	171	0.1% OF RESIDENTIAL FINANCING YTD
Federal Land Bank	0				0.0% OF RESIDENTIAL FINANCING YTD
FHA	426	47,307,088	111,050	119	10.0% OF RESIDENTIAL FINANCING YTD
L/A Escal	0				0.0% OF RESIDENTIAL FINANCING YTD
L/A Fixed	1	89,900	89,900	229	0.0% OF RESIDENTIAL FINANCING YTD
L/A Qual	0				0.0% OF RESIDENTIAL FINANCING YTD
Lease Purchase	0				0.0% OF RESIDENTIAL FINANCING YTD
NC Housing	4	386,260	96,565	115	0.1% OF RESIDENTIAL FINANCING YTD
Other	0				0.0% OF RESIDENTIAL FINANCING YTD
Owner Financing	11	1,002,600	91,145	166	0.3% OF RESIDENTIAL FINANCING YTD
VA	112	15,445,396	137,905	128	2.6% OF RESIDENTIAL FINANCING YTD
Non-Specified	0				0.0% OF RESIDENTIAL FINANCING YTD

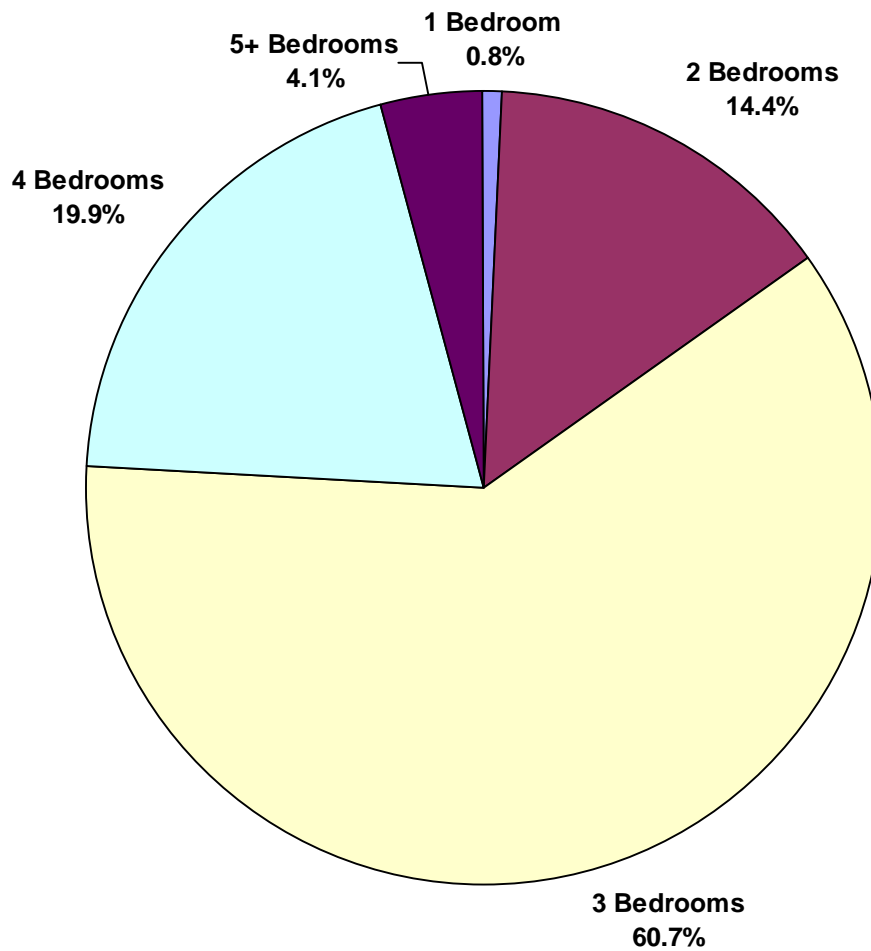
Winston-Salem Regional Association of Realtors

PROFILE OF CURRENT RESIDENTIAL LISTINGS

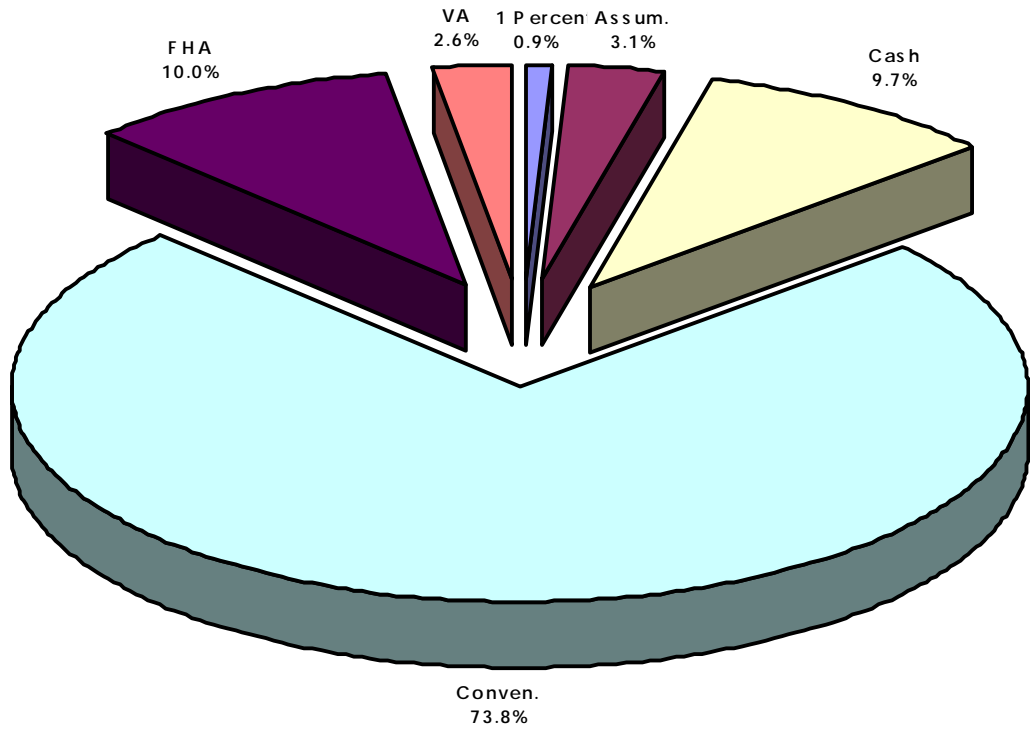
\$ 0 - 19,999	\$ 20,000 - 29,999	\$30,000 - 39,999	\$40,000 - 49,999	\$50,000 - 59,999	\$60,000 - 69,999	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
1	2	4 1 2	8 9	9 10 2	10 4 1	Davidson 63
2	1	3 1		2 2 1	2 7 2	Davie 23
3 1	13 1	12 3 2	36 11	40 19 2	50 16 2	Forsyth 211
		1	2	1		Guilford 0
						Other 4
2	1 1	6	9 3	9 4 1	7 15 1 1	Rockingham 60
		1 1	3 6 1	4 4 1	1 6	Stokes 28
	1	3 2	3 6 1	7 9	13 9 2	Surry 56
						Wilkes 0
1			1 1	1	1 3 1	Yadkin 9
7 3	18 2	30 8 2 2	60 38 2	72 49 7	84 60 6 4	SUBTOTAL 454

\$70,000 - 79,999	\$80,000 - 89,999	\$90,000 - 99,999	\$100,000 - 149,999	\$150,000 - 199,999	\$200,000+	PRICE RANGE
2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	2- 3 4 5+	BEDROOMS COUNTY TOTAL
						Alleghany 0
						Ashe 0
9 27 5	10 26 4	8 43 3	11 232 24	3 73 31 5	4 78 57 22	Davidson 738
1 6	18 1	8 16	11 82 5 2	4 43 14 1	4 54 64 20	Davie 377
50 35 2 1	80 55 5 3	40 79 4 1	99 76 73 9	18 342 104 14	8 148 253 70	Forsyth 2,473
1	1 1	14	10 52 7 1	1 56 34 2	35 108 17	Guilford 340
3			1 2 1	1 2 3	2 5 2 2	Other 28
5 5 2	4 23 1	5 17 1 1	5 59 12 1	2 27 4	2 18 22 5	Rockingham 281
1 10 2	2 13 4	1 20 2	1 75 11	3 33 7 3	3 24 17 2	Stokes 262
6 15 1 1	4 13 2	1 19 4	13 53 14 2	2 22 11 1	22 17 6	Surry 285
						Wilkes 0
3 5	1 2	4 2	6 18 2	1 5 5	1 8 6 2	Yadkin 80
75 107 12 2	02 151 17 3	77 198 16 2	157 1342 149 15	35 603 213 26	24 392 546 146	TOTAL 4,864

Current Residential Listings By Number of Bedrooms



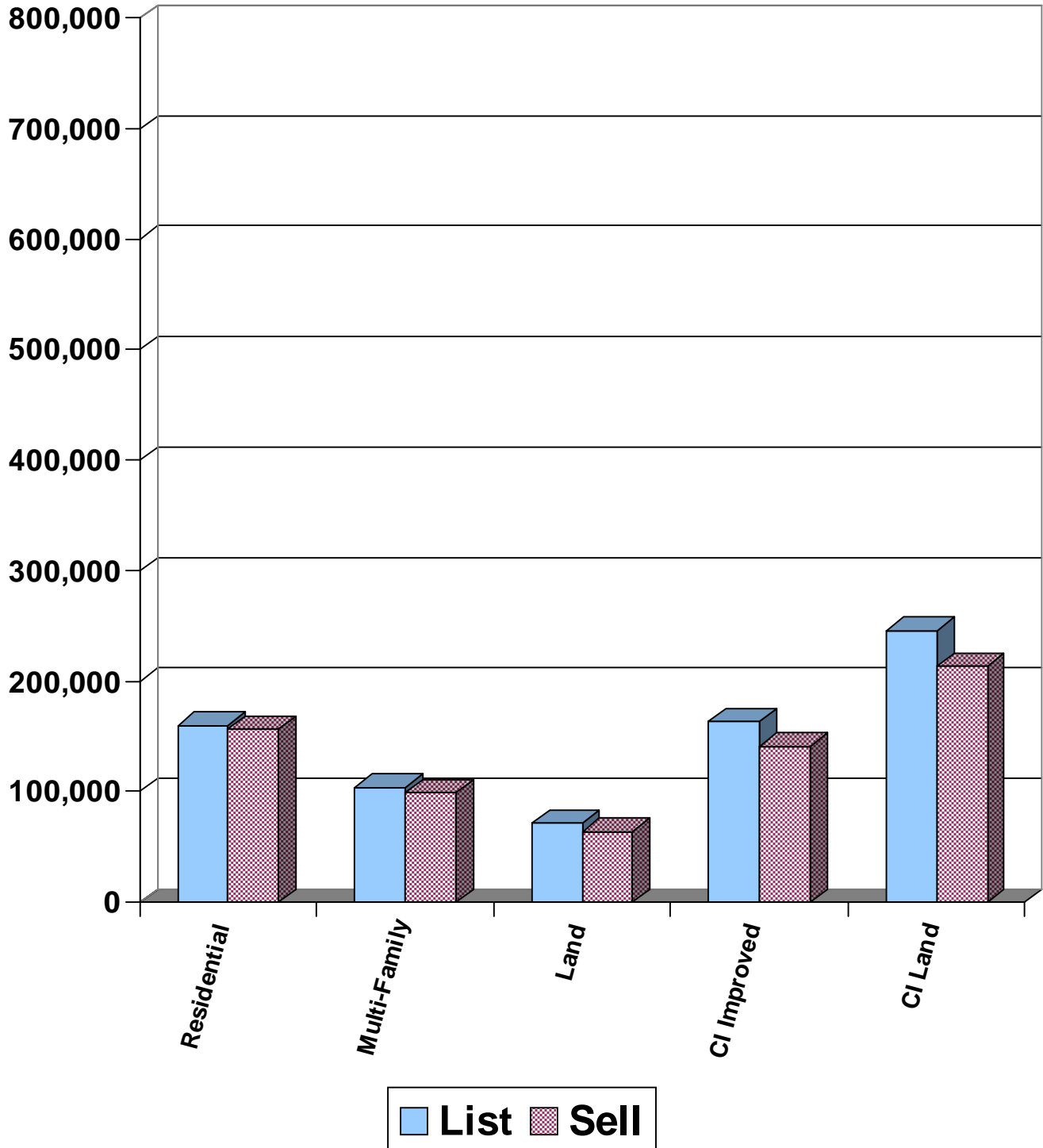
Winston-Salem Regional Association of Realtors SOLD RESIDENTIAL LISTINGS YTD* BY SOLD TERMS



*Terms representing less than 1% of data rolled into one category above. Full breakdown listed below.

Assumable	3.1%
Cash	9.7%
Conventional	73.8%
Exchange	0.1%
Fannie Mae	0.0%
Farmers Home Loan	0.1%
Federal Land Bank	0.0%
FHA	10.0%
L/A Escal	0.0%
L/A Fixed	0.0%
L/A Qual	0.0%
Lease Purchase	0.0%
NC Housing	0.1%
Other	0.0%
Owner Financing	0.3%
VA	2.6%
Non-Specified	0.0%

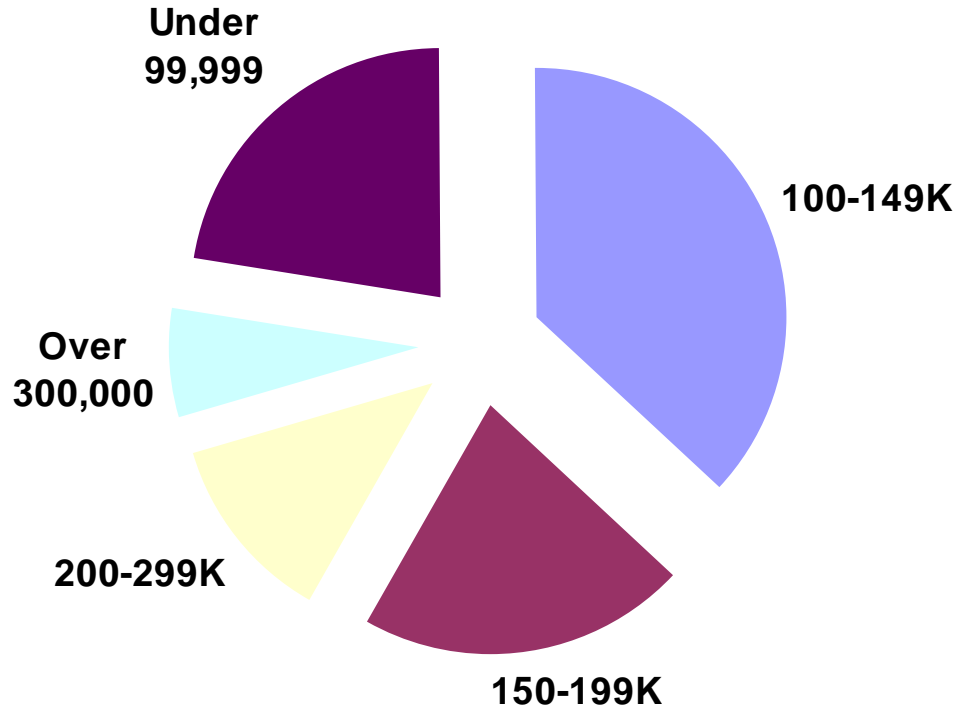
AVERAGE SELLING PRICE YTD



SOLD LISTINGS BY PRICE RANGE

July

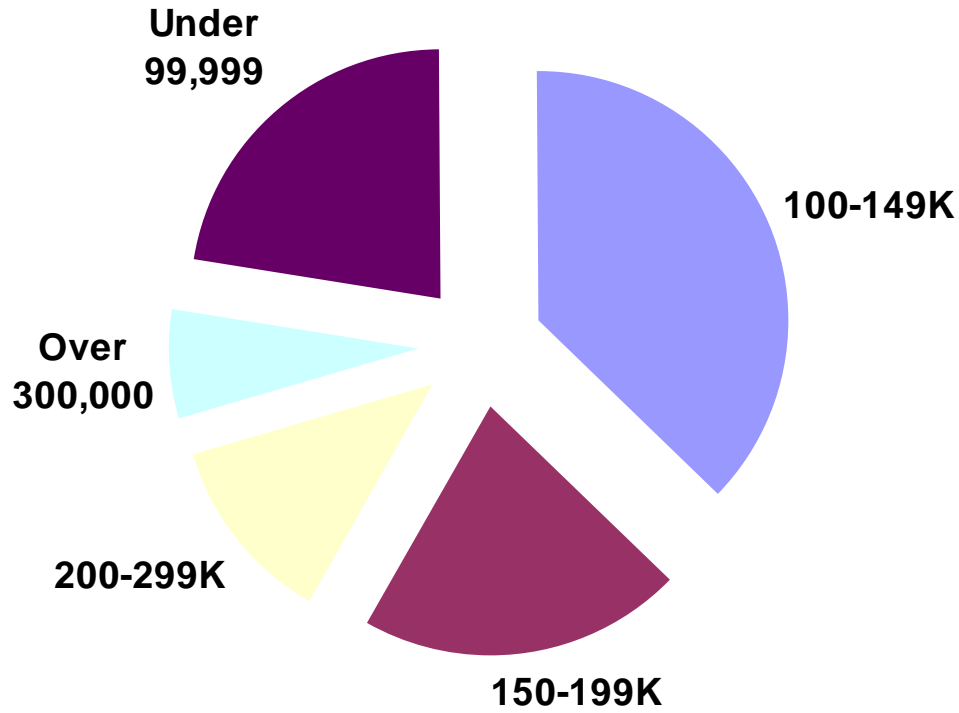
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	28	4.0%
50,000 - 99,999	129	18.5%
100,000 - 149,999	258	37.0%
150,000 - 199,999	146	20.9%
200,000 - 249,999	53	7.6%
250,000 - 299,999	33	4.7%
300,000 - 349,999	20	2.9%
350,000 - 399,999	10	1.4%
400,000 - 449,999	5	0.7%
450,000 - 499,999	5	0.7%
OVER - 500,000	10	1.4%

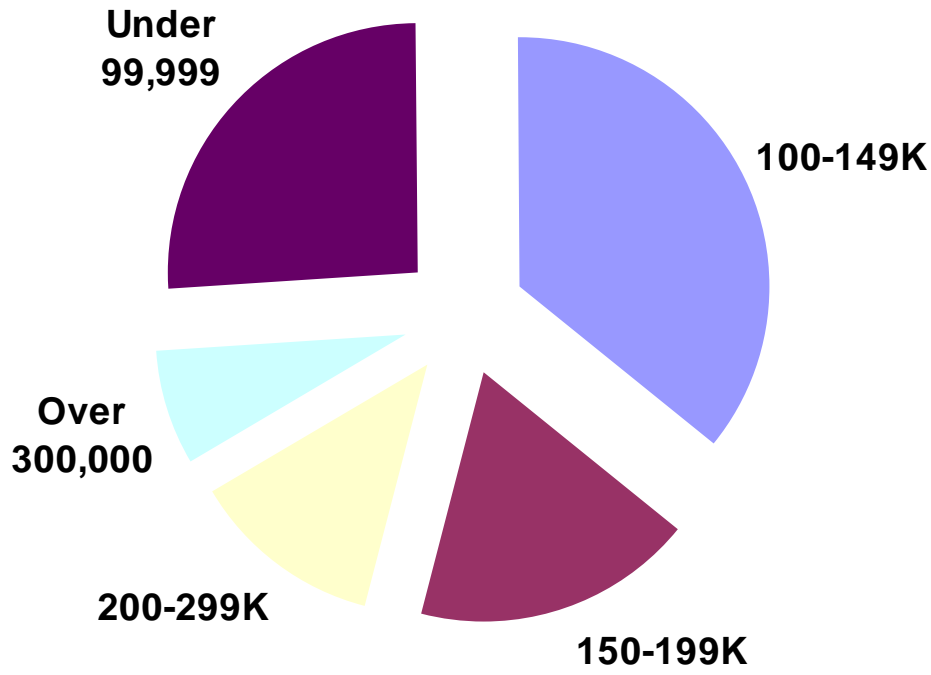
SOLD LISTINGS BY PRICE RANGE

Third Quarter
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	28	3.9%
50,000 - 99,999	132	18.6%
100,000 - 149,999	263	37.1%
150,000 - 199,999	148	20.9%
200,000 - 249,999	55	7.8%
250,000 - 299,999	33	4.7%
300,000 - 349,999	20	2.8%
350,000 - 399,999	10	1.4%
400,000 - 449,999	5	0.7%
450,000 - 499,999	5	0.7%
OVER - 500,000	10	1.4%

SOLD LISTINGS BY PRICE RANGE
YEAR-TO-DATE
SINGLE FAMILY



<u>PRICE RANGE</u>	<u># SOLD</u>	<u>PERCENT</u>
UNDER - 49,999	235	5.6%
50,000 - 99,999	871	20.7%
100,000 - 149,999	1,505	35.8%
150,000 - 199,999	763	18.2%
200,000 - 249,999	317	7.5%
250,000 - 299,999	196	4.7%
300,000 - 349,999	115	2.7%
350,000 - 399,999	75	1.8%
400,000 - 449,999	42	1.0%
450,000 - 499,999	26	0.6%
OVER - 500,000	57	1.4%

Winston-Salem Regional Association of Realtors

9
Run date: 7/31/2003

RESIDENTIAL STATISTICS QTR

COUNTY	TOTAL ACTIVE	NEW	TOTAL SOLD	TOTAL DOLLAR VOLUME SOLD PRICE	TOTAL DOLLAR VOLUME LIST PRICE	%SALE /LIST	AVERAGE SALE PRICE	AVG DOM	PEND	WTH	EXP	AVERAGE LIST PRICE
Alleghany	0	0	0						0	0	0	74,251
Ashe	0	0	0						0	0	0	
Davidson	738	172	100	13,141,852	13,480,955	97.48%	131,419	142	0	0	0	131,332
Davie	377	63	48	9,247,916	9,515,107	97.19%	192,665	146	0	0	0	182,926
Forsyth	2,473	580	436	70,973,705	72,754,162	97.55%	162,784	102	0	0	0	155,671
Guilford	340	56	57	10,802,143	11,055,050	97.71%	189,511	111	0	0	0	196,683
Other	28	7	0						0	0	0	173,003
Rockingham	281	61	16	1,662,900	1,769,300	93.99%	103,931	136	0	0	0	133,983
Stokes	262	68	21	2,655,500	2,730,100	97.27%	126,452	100	0	0	0	126,693
Surry	285	49	15	1,340,047	1,385,800	96.70%	89,336	151	0	0	0	122,342
Wilkes	0	0	0						0	0	0	
Yadkin	80	17	4	440,175	465,400	94.58%	110,044	303	0	0	0	123,542
TOTAL	4,864	1,073	697	110,264,238	113,155,874	97.44%	158,198	114	0	0	0	153,943

Winston-Salem Regional Association of Realtors

PROPERTIES LISTED, RESIDENTIAL

MLS PROFILE

Report Period: 01-Jan-2003 Through 31-Jul-2003

RESIDENTIAL LISTINGS

PRICE CLASS	LAST YEAR	THIS YEAR	PERCENT CHANGE
	1/1/2002 thru 7/31/2002	1/1/2003 thru 7/31/2003	
\$ 29,999 and Under	40	51	27.5%
\$ 30,000 - \$ 39,999	67	66	-1.5%
\$ 40,000 - \$ 49,999	81	127	56.8%
\$ 50,000 - \$ 59,999	95	165	73.7%
\$ 60,000 - \$ 69,999	137	196	43.1%
\$ 70,000 - \$ 79,999	187	253	35.3%
\$ 80,000 - \$ 89,999	242	348	43.8%
\$ 90,000 - \$ 99,999	251	333	32.7%
\$100,000 - \$119,999	645	866	34.3%
\$120,000 - \$139,999	760	939	23.6%
\$140,000 - \$159,999	467	614	31.5%
\$160,000 - \$179,999	319	458	43.6%
\$180,000 - \$199,999	249	362	45.4%
\$200,000 - \$249,999	329	450	36.8%
\$250,000 - \$299,999	225	296	31.6%
\$300,000 - \$399,999	197	251	27.4%
\$400,000 - \$499,999	65	124	90.8%
\$500,000 and Above	73	131	79.5%
TOTAL	4,429	6,030	36.1%